

Message Text

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PAGE 01 DAMASC 01718 281146Z
ACTION NEA-10

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FM AMEMBANY DAMASCUS
TO SECSTATE WASHDC 7393
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INFO AMEMBASSY ABU DHABI
AMEMBASSY ALGIERS
AMEMBASSY AMMAN
AMEMBASSY ATHENS
AMEMBASSY BEIRUT POUCH
USINT BAGHDAD POUCH
AMEMBASSY CAIRO
AMCONSUL DHAHRAN
AMEMBASSY DOHA
AMEMBASSY JIDDA
AMEMBASSY KUWAIT
AMEMBASSY MANAMA
AMEMBASSY MUSCAT
AMEMBASSY RABAT
AMEMBASSY TEL AVIV
AMEMBASSY TUNIS

UNCLAS DAMASCUS 1718

ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BEXP, ETRD, SY, US
SUBJECT: REPORTING TRADE OPPORTUNITIES CONTAINING BOYCOTT LANGUAGE

1. WE NOTE SUGGESTIONS
FROM VARIOUS POSTS FOR CHANGE IN
USDOC RULES REGARDING REPORTING TRADE OPPORTUNITIES
CONTAINING BOYCOTT LANGUAGE HAVE NOT YET BEEN RECEIVED.
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WE NOW HAVE CASE OF SYRIAN PETROLEUM COMPANY
WHICH HAS JUST ISSUED TENDER FOR ONE HUNDRED HEAVY
DUTY VEHICLES WORTH IN EXCESS OF ONE MILLION DOLLARS.
THIS IS A PRODUCT U.S. IS PARTICULARLY GOOD AT SELLING,
BUT FOR WHICH THERE IS STIFF COMPETITION. THE BUYER
IS THE SYRIAN PETROLEUM COMPANY WHICH IS STRAINING
EVERY EFFORT TO INTEREST U.S. FIRMS IN PARTICIPATING

IN OIL SECTOR. THIS IS A SECTOR USG WISHES TO HAVE
U.S. FIRMS PENETRATE, PARTICULARLY AS IT HAS BEEN EAST
EUROPEAN DOMINATED IN THE PAST.
FINALLY, FAILURE TO
REPORT TENDER IS CLEAR CASE OF USG DISCRIMINATION IN
FAVOR OF LARGE COMPANIES WHICH HAVE LOCAL DEALERS
WHO CAN LEGALLY REPORT THIS TENDER WHILE SMALL U.S.
PRODUCERS WHO PAY FOR TOPS SERVICE ARE DENIED INFORMATION.
TENDER DEADLINE DATE IS JUNE 3, 1978.

2. BOYCOTT LANGUAGE IN QUESTION
FOLLOWS: QTE. OBLIGATIONS
OF TENDERER ARE FOLLOWING: (A) APPLYING THE RULES OF
BOYCOTTING ISRAEL AND SIGNING THE SHEET CONCERNED UNQTE.
THIS IS SORT OF VAGUE LANGUAGE THAT U.S. FIRMS CAN EASILY
PERSUADE SYRIAN PETROLEUM TO BEND WHEN IT COMES TIME TO
SIGN CONTRACT. HOWEVER, IT WOULD NOT RPT NOT BE POSSIBLE
FOR EMBASSY TO PERSUADE SYRIAN PETROLEUM COMPANY TO
CANCEL TENDER AND REISSUE JUST TO REMOVE LANGUAGE.

4. HERE WE HAVE CLASSIC CASE OF RULES THAT GO BEYOND
ENFORCING U.S. LAW AND WORK AGAINST U.S. INTERESTS:

(A) PRODUCTS REQUESTED ARE PERFECT FOR U.S. FIRMS,
(B) FOREIGN AGENCY IN QUESTION CAN PROBABLY BE EASILY
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PERSUADED DROP OR MODIFY BOYCOTT LANGUAGE, (C)
BOYCOTT LANGUAGE IS VAGUE, (D) TENDER IS FOR SALES IN
SECTOR AND IN COUNTRY WHERE IT IS IN USG INTEREST
PENETRATE WHAT HAS BEEN HERETOFORE AN EAST EUROPEAN
MONOPOLY, AND (E) FAILURE TO REPORT DISCRIMINATES,
IN EFFECT, IN FAVOR OF LARGE FIRMS.

5. EMBASSY RECOMMENDS THAT IT BE AUTHORIZED TO
TRANSMIT TENDER IMMEDIATELY THROUGH TOPS CHANNELS WITH
USDOC LAWYERS MAKING DECISION IF BOYCOTT LANGUAGE
PERMITS FURTHER DISTRIBUTION.
MURPHY

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